

Message Text

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COM/DIBA/OIM/246/DEWESTLEY RJBLACKWELL/MARAD (SUBS)

NEA/ARP-SBUCK RMAZON/XM BANK (SUBS) RLEOPOLD/NAVAL SHIPS ENGINEERING

HDBENTLEY /FMC (SUBS) COM. AAKING/CNO (OPO95A1) US NAVY (SUBS)

COM/BIC/JHARDISTY (SUBS)

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FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI PRIORITY

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FROM COMMERCE

E.O. 11652: N/A

TAGS: BEXP TC

SUBJ: JOHN J. McMULLEN ASSOCIATES, INC.

REF: ABU DHABI 938

EMBASSY MAY DRAW ON FOLLOWING TO ESTABLISH BONA FIDES AND
QUALIFICATIONS JOHN J. McMULLEN ASSOCIATES, INC. WITH RULER DUBAI.

1. ACCORDING LEADING PRIVATE U.S. CREDIT REPORTING AGENCY, JOHN J.
MCMULLEN ASSOCIATES, INC. INCORPORATED 1967 IN NEW
YORK RPT NEW YORK AS SUCCESSOR JOHN J.MCMULLEN ASSOCIATES, CON-
SULTING FIRM ORIGINALLY ESTABLISHED 1957. FIRM OF NAVAL ARCHITECTS AN
D
MARINE ENGINEERS HANDLING PRELIMINARY DESIGNS, INSPECTIONS, PLAN
APPROVAL, AND MANAGEMENT SYSTEMS IN TRANSPORTATION FIELD; ALSO
GENERAL MARINE CONSULTANTS. HAS OVER 150 EMPLOYEES OF WHICH 100
ARE GRADUATE NAVAL ARCHITECTS OR MARINE ENGINEERS, EXECUTES
PROJECTS WORLDWIDE. FIRM HAS SUBSIDIARY IN PANAMA ESTABLISHED
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FOR TAX PURPOSES ACCORDING IRS GUIDELINES THROUGH WHICH MUCH OF

OVERSEAS WORK CARRIED OUT. MCMULLEN PERFECTLY WILLING HAVE EITHER NEW YORK PARENT CO. OR PANAMANIAN SUBSIDIARY AS SIGNATORY TO MANAGEMENT CONTRACT AS RULER MAY PREFER.

2. MCMULLEN PROVIDING BORCHURE TO DEPT OFF TODAY ON PROJECTS CARRIED OUT BY FIRM. WILL CABLE SUMMARY SEPARATELY AND POUCH BORCHURE. MCMULLEN ALSO INSTRUCTING CHASE MANHATTAN BANK CABLE CREDIT REFERENCE COMMERCIAL BANK DXUBAI; BRODERICK OF DUBAI BANK MAY BE CONSULTED IN INTERIM.

3. PERSONAL INFO ON JOHN J. MCMULLEN: GRADUATE U.S. NAVAL ACADEMY 1940 WITH BS ELECTRICAL ENGINEERING; MS IN NAVAL ARCHITECTURE AND MARINE ENGINEERING FROM MASSACHUSETTS INSTITUTE TECHNOLOGY; AWARDED DOCTORATE MECHANICAL ENGINEERING 1950 FROM SWISS FEDERAL INSTITUTE TECHNOLOGY, ZURICK. SERVED U.S. NAVY 1936-53 LEAVING WITH RANK COMMANDER, THEN SERVED TWO AND ONE-HALF YEARS WITH U.S. MARTIME ADMINISTRATION AS CHIEF OFFICER SHIP CONSTRUCTION AND REPAIR. LEFT MARAD 1956 TO FORM OWN COMPANY. CHAIRMAN AND CHIEF EXECUTIVE OFFICER, UNITED STATES LINES, 1968-71.

4. WITH USUAL DISCLAIMER USG ENDORSEMENT, EMBASSY MAY POINT OUT JOHN MCMULLEN AS INDIVIDUAL AND ACTIVITIES HIS FIRM FAVORABLY KNOWN TO MANY EXPERTS THIS GENERAL FIELD NOW SERVING WITH USG AND WILLING ENDORSE HIM AS INDIVIDUALS. RUEVON LEOPOLD, TECHNICAL DIRECTOR NAVAL SHIPS ENGINEERING CENTER, CONSIDERS MCMULLEN HOEST AND THOROUGHLY COMPETENT HIS FIELD. ROBERT J. BLACKWELL, ASSISTANT SECRETARY OF COMMERCE OF MARITIME AFFAIRS, KNOWS MCMULLEN FROM LONG ASSOCIATION AS REPUTABLE INDIVIDUAL AND HIS FIRM AS CREDITABLE, PROFESSIONAL ORGANIZATION. MCMULLEN IS LONG-TIME PERSONAL FRIEND VICE ADMIRAL H.E. SHEAR, DIRECTOR ANTI-SUBMARINE WARFARE AND TACTICAL ELECTRO-MAGNETIC PROGRAMS, OFFICE CHIEF OF NAVAL OPERATIONS, U.S. NAVY, WHO TOLD DEPTOFF HE HOLDS MCMULLEN IN HIGHEST REGARD BOTH PERSONALLY AND PROFESSIONALLY. HELEN DELICH BENTLEY, CHAIRMAN FEDERAL MARITIME COMMISSION, REPORTS LONGTIME ACQUAINTENCE MCMULLEN, HOLDS HIM IN HIGHEST REGARD PERSONALLY AND PROFESSIONALLY, STATES HIS INTEGRITY UNQUESTIONED.

5. AS CLINCHER, XM BANK SENIOR VP FOR PUBLIC AFFAIRS AND EXPORT EXPANSION, ROSEMARY MAZON, REPORTS BANK HAS HAD CONSIDERABLE UNCLASSIFIED

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BUSINESS WITH MCMULLEN FIRM, CONSIDERS HIGHLY CREDITABLE, REPORTS IT WOULD HAVE NO PROBLEM CONSIDERING HIS FINANCING REQUESTS. EMBASSY MAY POINT OUT THAT XM NOW COMMITTED TO FINANCING FOR DRYDOCK, MEANING FINANCIAL ANALYSIS HAS BEEN DONE ON PROJECT AND REVEALS ABSOLUTELY NO PROBLEM WITH MCMULLEN.

6. DISCUSSED QUESTION WITH MCMULLEN HIS HAVING OWN REP IN DUBAI AND NOT RELY ON GALADARI. HE AGREES THIS GOOD IDEA AND MAY

BE FOLLOWING THROUGH SHORTLY. RUSH

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